



Electrify America Chooses Greenlots To Charge EVs Every 70 Miles On Highways Across USA



January 23rd, 2018 by [Nicolas Zart](#)

Decidedly, we can't get enough good news from [Greenlots](#), as now Electrify America has revealed that it has selected the company to deploy its "Fueling Stations of the Future" platform for electric vehicles (EV) nationwide.



Electrify America Uses Greenlots For Its Electric Vehicle Charging Infrastructure

Greenlots is the news lately. In December, the company announced that its electric mobility (e-mobility) smart charging solutions won over Electrify America for part of its \$2B investment in a nationwide community-based EV charging initiative. Electrify America is focusing on workplaces and multi-dwelling units. Greenlots will provide the end-to-end deployment of up to 900 charging stations. The cities chosen where it will deploy stations are Boston, Seattle, New York City, Los Angeles, San Francisco, Fresno, Sacramento, and San Diego. What this means is that businesses and facility owners will have access to turnkey charging stations facilitating EV charging for owners.

[Back to Top ↑](#)

Advertisement

Advertise with CleanTechnica to get your company in front of our readers.

Top News On CleanTechnica



Solar Car ... 13K Nissan LEAF Pre-Orders ... Tesla Model X Door Issues ... (Top 20 CleanTechnica Stories of the Week)



Trump Imposes 30% Imported Solar Tariff, Threatens 23,000 Jobs In 2018



Why Did Tesla Ask US EPA To Downgrade Model 3 Range Rating To 310 Miles (From 334 Miles)? Was It Due To Expected Power Draw Of Autonomous Driving System?



Electric VTOL Leader Lilium Wins "Early Stage Company of the Year" Global Cleantech 100 Award



China's Really Big Air Purifier Actually Seems To Work!

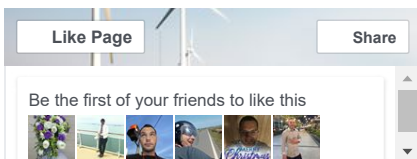


Germany's Auto Watchdog Orders Recall Of 127,000 Euro 6 Audi Diesel Vehicles Due To Discovery Of New Defeat Device Software

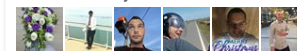


Electrify America Chooses Greenlots To Charge EVs Every 70 Miles On Highways Across USA

Advertisement



Be the first of your friends to like this



Follow @cleantechnica

54.3K followers

What's exciting about this is that Greenlots has only been around for 8½ years. It developed enough expertise and experience in that time, however, to attract big strategic partnerships, as we mentioned previously.



Electrify America is part of a global expansion of charging infrastructure to facilitate EV availability. As carmakers are finally committing to EVs, this gives the opportunity for leaders such as Greenlots to offer software and turnkey solutions for a flexible grid. Greenlots told us it is working hard making sure EV drivers will have access to the lowest total costs with charging networks. This will be done through Electrify America's community-based charging stations, which rely on nonproprietary connectors and charging protocols.

In a recent conversation with *CleanTechnica*, Brett Hauser, CEO of Greenlots, said: "Electrify America's partnership with Greenlots ensures that this unprecedented investment supports a broader vision in which electricity is the fuel of the future. As we usher in a revolutionary convergence of the automotive and energy sectors, this nationwide infrastructure initiative to bring more chargers to workplaces and multi-unit dwellings is vital."

What The Electrify America And Greenlots Partnership Means

The Greenlots partnership with Electrify America means over 2,000 EV fast-charging stations will be deployed an average of 70 miles apart across the nation. The infrastructure is designed to give EV drivers long-distance road trips using the Greenlots platform.

Support CleanTechnica's Work



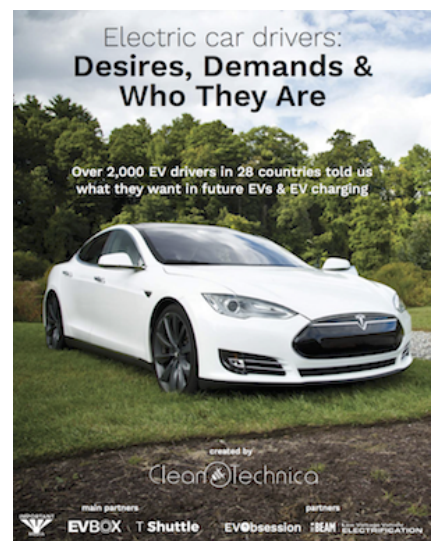
Support CleanTechnica's work via donations on **Patreon** or **PayPal**.

Our 2018 EV Charging Report



Check out our brand new **2018 EV charging station report**, based on surveys of EV drivers, potential EV drivers, and EV charging station companies.

Our 93-Page EV Driver Report



Check out our **93-page EV report**, based on over 2,000 surveys collected from EV drivers

in 49 of 50 US states, 26 European countries, and 9 Canadian provinces.

CleanTechnica Clothing & Cups



Advertisement

Free CleanTechnica Newsletters

CleanTechnica's main, daily newsletter

CleanTechnica's EV newsletter

CleanTechnica's wind newsletter

CleanTechnica's solar newsletter

CleanTechnica's weekly newsletter

Press Releases

Lightweight Armoring for Tesla Model S by Armormax

2018 Nissan LEAF Pre-Orders Pass 10,000 In Europe



240 highway sites across 38 states on high-traffic routes near big cities have been chosen. What this means is that a trip from Los Angeles to Las Vegas will be technically possible for EV drivers of various sorts, with EV chargers accommodating every modern electric car.

70% of the time, potential EV drivers opt not to buy an EV because long-distance driving is not practical. Sadly, only about 5% of the time are cars used for long-distance trips.

Brett Hauser told us that, following the building of Electrify America's coast-to-coast charging infrastructure, people can now feel comfortable that the charging and energy infrastructure is there for them to drive long distances. Electricity is already all around us, so all that needs to happen is to implement a coherent and expansive network to allow everyone to drive on electricity pretty much anywhere in the US.

We asked Brett why Greenlots felt now is the perfect time for this network to expand? Considering that batteries are becoming more affordable and vehicle price is coming down, we just **seem to be at a tipping point.**

A Growing Greenlots



By offering a charging spot roughly every 70 miles, consumers are more likely to drive on electricity. Utilities are engaging in opening electric routes with high-powered charging stations, and this is where companies like Greenlots with its experience and Electrify America's program can really open up that possibility. Everyone wins in the end. Consumers benefit from more access to charging infrastructure. Automakers sell more EVs and plug-in hybrids (PHEV). Utilities expand their energy networks. And companies like Greenlots get to apply the experience they gathered over the past decade.



One matter that troubles us a bit is the CHAdeMO versus CCS war. We asked Brett Hauser if he felt it was still an issue. According to him, this is no longer a VHS versus Betamax scenario. Most fast-charging stations today are dual-cord stations, offering both standards. Although it raises the price of each station, they are nonetheless out there. If China's JV standards come to the US, nothing will change much. Another cord will be added to the fast-charging stations. We asked if we're going to see four cords with Tesla's protocol or should its drivers use smart connectors? He told us that, very hypothetically, Tesla will have to see how it wants to work with utilities and companies like Greenlots in the future. In other words, Tesla can continue to go on its merry way, even though it has opened its standard for fair play, but at some point, all parties are going to have to come to the table.

Fast Chargers and The Future

The future of EV fast charging is beyond the current 50 kW. The evolution to higher power is something we're eager to cover in the coming years.

Brett Hauser feels everything should use an Open Charge Point Protocol. We'll have more to write on this matter soon as well, so stay tuned.

You can follow Greenlots online on [Facebook](#), [Twitter](#), [LinkedIn](#), [Instagram](#), and [YouTube](#).

Related: [Greenlots Working With Californian Utility For Turnkey Charging Solutions In Critical Spots](#)

Electric Mobility In India: Fortum & NBCC To Develop EV Charging Infrastructure

30 Electric Car Benefits

EVs 27 1 billion EUR of oil expenses per day



Our Electric Vehicle Reviews



Tesla News



Go 100% Renewable At Home

How much money can a solar roof save you in your state?

WHAT YOU COULD SAVE OVER TIME

What would you do with an extra \$2000? Find out how much the average solar system will save you over 20 years. Residents in some states with high electricity prices can expect to save much more than that. Consider: Hawaii, where residents save an average \$84,000 after 20 years.

TOTAL SAVINGS (AFTER 20 YRS)

Profit from your roof space: find local deals on solar in your area, eliminate your power bill, and join the solar revolution.

Your Zip Code

Calculate My Savings!

Advertisement

Tags: [Electrify America](#), [EV fast chargers](#), [Greenlots](#), [volkswagen](#)

About the Author



Nicolas Zart Nicolas was born and raised in the world of classic cars of the 1920s. It wasn't until he drove an AC Propulsion eBox and finally a Tesla Roadster that the light went on. Eager to spread the news of that full torque, he started writing in 2007 for various CleanTech outlets. Since then, his passion led to cover renewable energy, test drives, podcasts, shoot pictures, and film for various international outlets both in print and online. Nicolas offers an in-depth look at the e-mobility world through interviews and the many contacts he has forged in those industries. Today he focuses most of his writing effort on CleanTechnica, a global online outlet that covers the world of electric vehicles and renewable energy. His favorite tagline is: "There are more solutions than obstacles."

Related Posts



GM Leads, Tesla & Apple Trail Deeply In Navigant Research Self-Driving Report →



Alibaba-Backed He Xiaopeng Bets Entire Fortune On Another "Tesla Killer" →



Greenlots Working With Californian Utility For Turnkey Charging Solutions In Critical Spots →



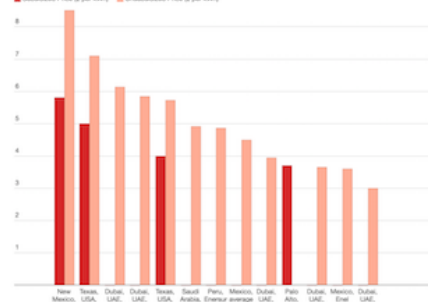
Volkswagen To Pay \$232 Million Settlement In Canada Relating To Diesel Emissions Scandal →



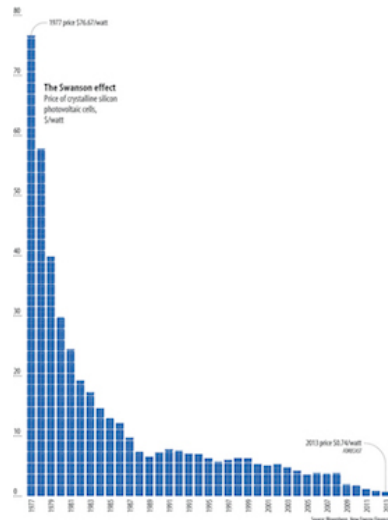
Wind & Solar Prices Beat Fossils

Low Solar Bids (2013-2016)

Prices agreed to under 20- and 25-year power purchase agreements. Note that the low bids in Texas are actually lower than the amounts represented in the chart... but exact figures have not been revealed.



Cost of Solar Panels Collapses



Debunking Anti-Cleantech Myths

19 Comments

CleanTechnica

1 Login

Recommend

Share

Sort by Oldest



Join the discussion...

LOG IN WITH

OR SIGN UP WITH DISQUS

Name

Marion Meads • 14 hours ago

The BIG QUESTION is, how much are they charging per kWh at these stations?

I hope they won't have ridiculous pricing scheme that would make driving ICE cars over long distance be a no-brainer cheaper fuel. That would be a show-stopper!

At least Tesla promised that you won't get charged for the current price of gasoline per mile of a regular car with their Tesla Model 3 per mile of electricity.

^ | v • Reply • Share

gregben → Marion Meads • 14 hours ago

Tesla has already established fixed per kWh pricing in certain markets. California is currently \$0.20 per kWh. The Tesla Model S easily achieves 3 miles/kWh, so $0.20/3 = 6.6$ cents/mile. In reality the Model S goes further than 3 miles/kWh if you are driving at reasonable speeds in moderate weather. Charging is not 100% efficient, so you do pay a bit extra for charging. On balance 7 cents/mile is good estimate and what I tell people who ask.

2 ^ | v • Reply • Share

Marion Meads → gregben • 13 hours ago

You can get 5 cents per mile on regular Prius. I also get 5 cents per mile in gasoline mode with my Volt for long distance. I only pay about \$2/month for the Volt's portion of grid connectivity and share of household consumption for our house with Solar PV. That's \$2 of electricity for 3,000 miles, so a super tiny fraction of a cent per mile. When I go on 550 mile day trip, it's 5 cents per mile fuel. Cheaper than Tesla station charges either way.



Now EV's would be a turn off if apartment dwellers can't charge off peak rates at home and will have use charging stations that end up more expensive per mile of travel.

And I can see it. These Greenlots charging stations would never be profitable if they bill at least utility peak rates. They'll have to bill customers much higher price and it discourages usage or EV adoption. I haven't seen any white paper showing how they can be profitable from customer fees alone. I like how Tesla is planning on having businesses around the charging station but the chargers are only exclusively for Tesla cars.

^ | v • Reply • Share ›

gregben → Marion Meads • 13 hours ago

"You can get 5 cents per mile on regular Prius."

What is that based on? Certainly not \$3.50/gallon gas and 40 miles/gallon which works out to almost 9 cents a mile and ignores the maintenance cost of an ICE.

3 ^ | v • Reply • Share ›

Marion Meads → gregben • 8 hours ago

By switching to battery on city traffic and gas on long distance freeway driving, I regularly get 60 mpg cs on my Volt at normal highway speeds and Costco gas of \$2.70/gallon.

That's just 4.5 cents per mile!

The charging station bills if more than this will make the EV wannabe drivers back to gasoline age.

These charging stations better be charging no more than 5 cents per mile.

Am a realist not a fiction dreamer.

Not one of you here wanted to face the sad reality about the prices of electricity from these charging stations about its potential turn off for an electric mobility. People living in apartments or those without home charging at off-peak rates would find it unreasonable to switch over if they find it more expensive to fuel an electric car.

Yet, there's hypocrisy in comparing using electricity as a fuel versus gas. Often the authors will compare electricity priced at off peak National Rate average versus gasoline price in the most expensive city of California while using gas guzzling SUV as the model vehicle.

^ | v • Reply • Share ›

gregben → Marion Meads • 8 hours ago

The thing is, cost isn't the most important issue. The most important thing by far is to stop dumping CO2 into the atmosphere. The transition to pure EVs has started, and it will gather momentum rapidly. In two years the Tesla model 3 will be everywhere, and a large portion of the population (at least here in California) will realize that any vehicle that contains an

here in California, will realize that any vehicle that contains an ICE is nonsensical. The Prius was an important step forward in its day, and the Chevrolet Volt, especially the second generation version, is an engineering masterpiece, but these vehicles still pollute, but more important, they are unnecessarily complicated when compared to a pure EV.

2 ^ | v • Reply • Share ›

Are Hansen ➔ Marion Meads • 3 hours ago

True, the price difference depends on where you are. The US has much lower gas prices than Europe

^ | v • Reply • Share ›

Frank ➔ Marion Meads • 7 minutes ago

I would hope that this is like everything else, and there will be volume discounts. Folks in CA are going to want to charge during solar hours eventually, like at work, or wherever they drive to during the day.

^ | v • Reply • Share ›

Tony Reyes • 13 hours ago

"Fast" charging better mean at least 350kW or at least have the ability to easily upgrade to faster charging. Infrastructure build outs need to keep in mind that charging time for long distance travel must be pretty darn close to a gasoline fill up to really go mainstream.

1 ^ | v • Reply • Share ›

Omega Centauri ➔ Tony Reyes • 10 hours ago

I think it depends on the expected use of an EV. If someone buys and EV and only expects a take a long trip every now and then an hour charge time doesn't seem so bad. Also a few dollars more than the same amount of juice would cost at home shouldn't be a big deal either. The first hurdle, is assuring the driver, that he can find a charge point, and that it won't reject his credit card.

1 ^ | v • Reply • Share ›

IMPOed • 13 hours ago

Build it and they will come!

1 ^ | v • Reply • Share ›

Marion Meads ➔ IMPOed • 13 hours ago

Depends on the fees! Get burned and never come back.

2 ^ | v • Reply • Share ›

JDL51 ➔ Marion Meads • 10 hours ago

Should be around the equivalent price of gas, or less.

^ | v • Reply • Share ›

Marion Meads ➔ JDL51 • 8 hours ago

My point exactly!

^ | v • Reply • Share ›

CVVH • 9 hours ago

If they are going to have dual chords, they should support charging two cars at once. One using CCS, and one using CHAdeMO (which I hate, because I always have to look up which letters are supposed to be caps) dumb name. ;-)

1 ^ | v • Reply • Share ›

Are Hansen • 3 hours ago

As I understand it, those \$2 billion are to be spent over a 10 year period.

Still good though!

^ | v • Reply • Share ›

Jon Brooks • 2 hours ago

Jon Brooks • 2 hours ago

Charging stations located every 70 miles will get more people to drive long distance in their EVs once. After that, the novelty wears off and the reality that waiting while you charge, going out of your way to charge, or waiting to charge, sucks. People aren't going to want to go on longer trips until you can put 200 miles of range in the vehicle in 10 min or less.

I suggested a BEV to an uber-lib, Portlandite who was looking at buying a Prius. She furled her nose and gave a disgusted "no" response. If you can't sell it to uber-libs, it's not going to fly with the rest of the populace.

BEVs are great for their intended purpose; local trips.

^ | v • Reply • Share ›

JamesWimberley → Jon Brooks • 26 minutes ago

"People aren't going to want to go on longer trips until you can put 200 miles of range in the vehicle in 10 min or less." That's just a guess. We have al learned to stay close to a USB point to recharge out smartphones; it's a nuisance, but we do it. A normal break after 200 miles of driving would be 30 minutes or more.



^ | v • Reply • Share ›

JamesWimberley • 30 minutes ago

"Electrify America is part of a global expansion of charging infrastructure to facilitate EV availability." Don't brush under the carpet the fact that it's a VW subsidiary, created by US courts as a \$2bn penance for Dieselgate.

Oddly VW stands to benefit (along with GM) from the rollout of open-standard chargers.

^ | v • Reply • Share ›

✉ Subscribe  Add Disqus to your siteAdd DisqusAdd  Privacy



CleanTechnica is the #1 cleantech-focused news & analysis website in the US & the world, focusing primarily on electric cars, solar energy, wind energy, & energy storage. It is part of Important Media -- a network of 20 progressive blogs working to make the world a better, greener place.

The content produced by this site is for entertainment purposes only. Opinions and comments published on this site may not be sanctioned by, and do not necessarily represent the views of Sustainable Enterprises Media, Inc., its owners, sponsors, affiliates, or subsidiaries.

